## CONTRACT #4 RFS # 317.04-003

# Department of Finance & Administration Insurance Administration

VENDOR: Medstat Group, Inc.



JUN 1 4 2007

## FISCAL REVIEW

#### STATE OF TENNESSEE DEPARTMENT OF FINANCE AND ADMINISTRATION INSURANCE ADMINISTRATION

312 Eighth Avenue North Suite 2600 William R. Snodgrass Tennessee Tower Nashville, Tennessee 37243 FAX (615) 253-8556

Richard Chapman EXECUTIVE DIRECTOR

Dave Goetz COMMISSIONER

#### MEMORANDUM

To:

James White, Executive Director, Fiscal Review Committee

From: Richard Chapman, Executive Director

Date:

June 12, 2007

RE:

Request for Amendment # 7 to The Medstat Group, Inc. contract

Please find attached a Non-Competitive Amendment request to reduce the maximum liability to the existing contract with The Medstat Group, Inc. signed by Commissioner Goetz. The contract with The Medstat Group, Inc. is for the provision of data warehouse and decision support system services that are employed to analyze healthcare data to determine cost and utilization measures and trends.

The amendment to The Medstat Group, Inc. contract will result in savings for the State under the existing contract. The vendor has negotiated with the State and is willing to accept a reduction in fees under this contractual agreement. Correspondingly, the vendor is willing to provide the same service array for the Cover Tennessee products with both independent contracts expiring on December 31, 2008. It is the intention of the State to release a Request for Proposals for the State plans and the Cover Tennessee products.

An initial request was presented to the Contract Services Subcommittee of the Fiscal Review Committee on April 23, 2007 to add the Cover Tennessee products through an amendment to the existing contract with The Medstat Group, Inc. The Fiscal Review Committee voted to recommend approval as a stand alone contract for the Cover Tennessee products and not to amend the existing contract. The memorandum dated April 24, 2007 is attached for review.

The base contract and six prior amendments are included as is a draft of the amendment created to address the reduction in the maximum liability to the existing contract for health insurance data management information decision support services The Medstat Group, Inc. currently provides for the plans administered by the Division of Insurance Administration for the State, Local Education and Local Government Insurance Committees.

Thank you for your consideration of this request.

Attachment



## GENERAL ASSEMBLY OF THE STATE OF TENNESSEE FISCAL REVIEW COMMITTEE

320 Sixth Avenue, North - 8th Floor NASHVILLE, TENNESSEE 37243-0057 615-741-2564

### Rep. Charles Curtiss, Chairman

Representatives

Curt Cobb Curtiss Johnson

Gerald McCormick

Mary Pruitt

Craig Fitzhugh, ex officio Speaker Jimmy Naifeh, ex officio

## Sen. Douglas Henry, Vice-Chairman

Senators Reginald Tate

Doug Jackson Bill Ketron

Jamie Woodson

Paul Stanley

Randy McNally, ex officio

Lt. Governor Ron Ramsey, ex officio

## MEMORANDUM

TO:

The Honorable Dave Goetz, Commissioner

Department of Finance and Administration

FROM:

Charles Curtiss, Chairman, Fiscal Review Committee

Bill Ketron, Chairman, Contract Services Subcommittee

DATE:

April 24, 2007

Donna Rowland

David Shepard

Curry Todd

Eddie Yokley

SUBJECT:

**Contract Comments** 

(Contract Services Subcommittee Meeting 4/23/07)

RFS# 317.04-003

Department: Finance & Administration Division: Insurance Administration Contractor: The Medstat Group, Inc.

Summary: Vendor is currently responsible for providing data warehouse and decision support system services that are used to analyze healthcare data to determine cost, utilization measures and trends. This amendment will add the Cover Tennessee Plans (CoverTN, CoverKids, AccessTN and CoverRX) to the existing

contract for health insurance data management.

Maximum liability: \$4,450,000

Maximum liability with amendment: \$4,790,000

After review, the Fiscal Review Committee voted to recommend approval as a stand-alone contract rather than an amendment to an existing contract.

cc:

Mr. Richard Chapman, Executive Director

Mr. Robert Barlow, Director, Office of Contracts Review



# STATE OF TENNESSEE DEPARTMENT OF FINANCE AND ADMINISTRATION INSURANCE ADMINISTRATION

312 Eighth Avenue North Suite 2600 William R. Snodgrass Tennessee Tower Nashville, Tennessee 37243 FAX (615) 253-8556

Richard Chapman EXECUTIVE DIRECTOR

Dave Goetz COMMISSIONER

#### **MEMORANDUM**

To:

Commissioner M. D. Goetz, Jr.

From:

Richard Chapman 4/444

Date:

June 12, 2007

Re:

Contract Start Date

This is to request a start date for the amendment to the contract with The Medstat Group, Inc. for decision support services in advance of 60 days after receipt of the non-competitive amendment to this contract.

This contract amendment reduces the maximum liability of the State for the services of The Medstat Group, Inc. regarding the existing State, Local Education and Local Government plans and allows the State to realize savings under the contract agreement currently in place with this vendor.

## REQUEST: NON-COMPETITIVE AMENDMENT

APPROVED	
Commissioner of Finance & Administration	
Date:	

EACH RI	EQUEST ITEM BELOW MUST BE DETAILED OR ADDRESSED AS RE	QÙIRED.					
1) RFS#	317.04-003						
2) State Agency Name:	F&A - Insurance Administration						
	EXISTING CONTRACT INFORMATON						
3) Service Caption :	Medical Claims decision support system; data storag	e and analysis					
4) Contractor:	The Medstat Group, Inc.						
5) Contract #	FA55114095						
6) Contract Start Date:		January 1, 1995					
7). <u>Current</u> Contract End Dal	te IF all Options to Extend the Contract are Exercised:	December 31, 2008					
8) <u>Current</u> Total Maximum C	Cost IF all Options to Extend the Contract are Exercised :	\$4,450,000					
	PROPOSED AMENDMENT INFORMATION						
9) <u>Proposed</u> Amendment #		7					
10) Proposed Amendment E (attached explanation requ	ffective Date : lired if date is < 60 days after F&A receipt)	May 1, 2007					
11) <u>Proposed</u> Contract Endi	Date IF <u>all</u> Options to Extend the Contract are Exercised :	December 31, 2008					
12) <u>Proposed</u> Total Maximur	n Cost IF all Options to Extend the Contract are Exercised :	\$4,420,840					
13) Approval Criteria:	use of Non-Competitive Negotiation is in the best interes	t of the state					
等。 一种,一种,一种,一种,一种,一种,一种,一种,一种,一种,一种,一种,一种,一	only one uniquely qualified service provider able to provi	de the service					
14) Description of the Propo	sed Amendment Effects & Any Additional Service :						
This amendment will rev data management inform	ise the payment methodology to an annual fee per e ation decision support services Medstat currently pro ance Administration for the State, Local Education a I maximum liability of the contract will be reduced by a	and Local Government Insurance					

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18 months of the term of the contract.
15) Explanation of Need for the Proposed Amendment:
This amendment would allow the State to realize some identified savings under the current contract payment methodology. The Contractor is willing to reduce the maximum liability as the contract currently allows for up to 150,000 employees of the State, Local Education and Local Government plans but that number of employees has not been reached. The Contractor is willing to reduce the number of potential employees and take a corresponding reduction in the maximum liability.
16) Name & Address of Contractor's Current Principal Owner(s); (not required if proposed contractor is a state education institution)
The MEDSTAT Group, Inc., 777 East Eisenhower Parkway, Ann Arbor, MI 48108
17) Documentation of Office for information Resources Endorsement ; (required only if the subject service involves information technology)
Select one: Documentation Not Applicable to this Request Documentation Attached to this Request
18) Documentation of Department of Personnel Endorsement : (required only if the subject service involves training for state employees)
select one: Documentation Not Applicable to this Request Documentation Attached to this Request
19) Documentation of State Architect Endorsement: (required only if the subject service involves construction or real property related services)
selectione: Documentation Not Applicable to this Request Documentation Attached to this Request
20) Description of Procuring Agency Efforts to Identify Reasonable, Competitive, Procurement Alternatives:
As this amendment reduces the maximum liability, there has been no effort to seek alternative measures.
21) Justification for the Proposed Non-Competitive Amendment:
The State benefits from amending the existing contract through the projected savings under the Contract.
REQUESTING AGENCY HEAD SIGNATURE & DATE:  (must be signed & dated by the ACTUAL procuring agency head as detailed on the Signature Certification on file with OCR— signature by an authorized signatory will be accepted only in documented exigent circumstances)
Magney Head Signature / Date
Agency Head Signature

		NT	RACTS	UMMARY	SHEET	B-8-05
RFS#		IN 1 F	The second secon	Contract #	William Committee to the William Committee to	
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Service Desc	ription					
Storage of maximum	healthcare data, liability to realize	for rese some s	arch and insura avings under th	e existing payment	Methodology.	mendment reduces the
Contrac	t Begin Date	C	ontractiEnd Date	SUBRECIPIE	NT or VENDOR?	NOFIDA##
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317.04			083	11		
	State	对抗正体	Federal	Interdepartmental	Other	TOTAL Contract Amount
1995- 2006				\$3,400,000		\$3,400,000
2007				\$360,000		\$360,000
2008				\$340,560		\$340,560
2009				\$320,280		\$320,280
				24.400.040		\$4,420,840
TOTAL:		ļ		\$4,420,840		ψτ,τ20,010
Ή¥	MPLETE FOR AME Base Contract & Prior Amendmen	THE	<u>IS</u> Amendment ONLY	Maureen Abbey 20 <sup>th</sup> Floor, Snodgr Nashville, TN 372 741-6070	43	
1995- 2006	\$3,400,0	00		State Agency Budge	et Officer Approval	
2007	\$360,0	00		·	•	
2008	\$360,0	00	-\$19,440 			T/C/A., \$19-4-5113, that there is
2009	\$330,0	000	-\$9,720	- William Alimatha anning	on (certification, regulieurly oriation from which the oblig se encumbered to pay oblig	ated expenditule is required to be
TOTAL:	\$4,450,0	000	-\$29,160			
End Date:	12-31-08		12-31-08			
Contractor	Ownership		A Bring Address Allegate by	Miles of many and the second	paradise in property	(1) 等等學術學與《學典學學學》
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Contractor	Selection Method	gangora A	7.77	Control of the Contro		and an One was a Market and a state of
⊠ Orio	ginal: RFP		Com	petitive Negotiation	Alter	native Competitive Method
	- 1-Competitive Nego	otiation		ernment	Othe	
	nt Process Summa					
It is in the h	est interest of the S	tate to re		r the existing contract.		
I It is in the D	est interest of the O				<u> </u>	<del></del>

#### AMENDMENT SEVEN TO CONTRACT FA5114095

This contract, by and between the State of Tennessee, the State Insurance Committee, Local Education Insurance Committee, and Local Government Insurance Committee, hereinafter referred to as the State, and The Medstat Group, Inc., hereinafter referred to as the Contractor, is hereby amended as follows:

- 1. Delete Section B.1.b. in its entirety and insert the following in its place:
  - B.1.b Data format conversions, for the periods indicated below, and with the designated components:

	1	Developed Companyate
Contract Period	Vendor(s)	Required Components data format conversion for the Plan Administrator in one
January 1, 1995 through	Blue Cross Blue Shield of	
December 31, 1996	Tennessee	format
January 1, 1997 through	Blue Cross Blue Shield of	medical and prescription drug claims in a single,
December 31, 1999	Tennessee	consistent format specified by the Contractor
January 1, 1997 through	HealthSource	medical and prescription drug claims and encounter
December 31, 1999	ļ	records in a single, consistent format specified by the
		Contractor
Periods beginning on or	Blue Cross Blue Shield of	medical and prescription drug claims in a single,
after January 1, 2000	Tennessee	consistent format specified by the Contractor
Periods beginning on or	John Deere Health Care, Inc.	medical and prescription drug claims and encounter
after January 1, 2000		records in a single, consistent format specified by the
		Contractor
Periods beginning on or	United Behavioral Health, Inc.	medical and prescription drug claims in a single,
after January 1, 2000		consistent format specified by the Contractor
Periods beginning on or	United Healthcare of	medical and prescription drug claims in a single,
after January 1, 2000	Tennessee	consistent format specified by the Contractor
through December 31,		
2000		medical and prescription drug claims in a single,
Periods beginning on or	Aetna/Prudential	consistent format specified by the Contractor
after January 1, 2001		Eligibility data feed: State of Tennessee; Medical Claims
January 1, 2003 through	Blue Cross Blue Shield of	Data feeds: BCBST, Aetna, John Deere, UBH;
December 31, 2005	Tennessee, Aetna, John	Pharmaceutical Data feeds: BCBST, Aetna, John Deere
	Deere, Magellan Behavioral	Phalmaceutical Data leeds, Beberry, teating of the
·	Health	Eligibility data feed: State of Tennessee; Medical Claims
Periods beginning on or	Blue Cross Blue Shield of	Data feeds from BCBST, Aetna, John Deere Health,
after January 1, 2006	Tennessee, Aetna, CIGNA,	CIGNA, and Magellan; Pharmaceutical Data feeds from
through April 30, 2007	John Deere, Magellan	BCBST, Aetna, John Deere Health, and CIGNA.
	Behavioral Health	Eligibility data feed: State of Tennessee; Medical Claims
Periods beginning May 1,	Blue Cross Blue Shield of	Data feeds from BCBST, John Deere Health/United
2007	Tennessee, CIGNA, John	Healthcare, CIGNA, and Magellan Behavioral Health;
	Deere/United HealthCare and	Pharmaceutical Data feeds from BCBST, John Deere
	Magellan Behavioral Health.	Health/ United Healthcare and CIGNA.
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- 2. Delete Section C.1 in its entirety and insert the following in its place:
  - C.1 In no event shall the maximum liability of the State under this Contract exceed Four Million, Four Hundred and Twenty Thousand Eight Hundred Forty Dollars (\$4,420,840.00). The rates in Section C.4.a. and Section D. (Optional Services and Charges), and its subsections, shall constitute the entire compensation due the Contractor for the services delivered and all of the Contractor's obligations hereunder regardless of the difficulty, materials or equipment required. The rates include, but are not limited to, all applicable taxes, fees, overheads, and all other direct and indirect costs incurred or to be incurred by the Contractor.
- 3. Delete Section C.4.a. in its entirety and insert the following in its place:

C.4.a. Monthly payments shall be made to the Contractor for the basic services described under Section B., <u>SCOPE OF SERVICES</u>. The fixed fees for each contract year (to be paid at the rate of one twelfth of the total) are as follows:

Calendar Year	Total fixed fee for basic services
1995	\$190,000
1996	\$199,500
1997	\$226,931
1998	\$287,240
1999	\$262,080
2000	\$262,080
2001	\$273,442
2002	\$281,645
2003	\$290,094 plus Advantage Suite: \$50,000 (total fixed fee 2003 = \$340,094)
2004	\$298,796
2005	\$307,760
2006	\$312,376
2007	\$317,062-\$9,720=\$307,342
2008	\$321,818-\$19,440=\$302,378

If data feeds are eliminated such that the net number of required data feeds (see Section B.1.b) drops below eight (8), there will be a corresponding decrease of Five Thousand Dollars (\$5,000) per eliminated data feed, for each of the remaining years of the Contract. If any such elimination should occur at any point in time other than on a calendar year basis, the \$5,000 fee decrease will be prorated, as mutually agreed by both parties.

- 4. Delete Section C.4.b. in its entirety and insert the following in its place:
  - C.4.b. For each contract year (Column A below), fixed fees cover up to the number of State Plan employees (Column B) whose medical claims are administered by the Plan Administrator(s). If the average number of contracts exceeds the total in Column C, the State shall pay to the Contractor the amount in Column D, for all contracts in excess of the number in Column C, at the rate indicated.

A. Contract Year	B. Fees cover up to:	C. If contracts exceed	Dthe State will pay to the Contractor
1/1/1995 -12/31/1997	110,000	110,000	\$0.43 per contract per quarter
1/1/1998 –12/31/1999	112,000	112,000	\$2.19 per contract per year
	150,000	150,000	\$2.43 per contract per year
1/1/2000 -12/31/2005	150,000	150,000	\$2.43 per contract per year
1/1/2006 - 4/30/2007		142,000	\$2.43 per contract per year
5/1/2007 - 12/31/2008	142,000	142,000	φ2.40 pb/ σσ.κ. αστ μστ γ στ.

The other terms and conditions of this Contract not amended hereby shall remain in full force and effect.

IN WITNESS WHEREOF: THE MEDSTAT GROUP, INC.:

•		
	DATE	_
JONATHAN NEWPOL. EXECUTIVE VICE PRESIDENT	DATE	

STATE OF TENNESSEE
STATE INSURANCE COMMITTEE
LOCAL EDUCATION INSURANCE COMMITTEE
LOCAL GOVERNMENT INSURANCE COMMITTEE:

M. D. GOETZ, JR., CHAIRMAN	DATE
APPROVED: DEPARTMENT OF FINANCE AND ADMINISTRATION:	
M. D. GOETZ, JR., COMMISSIONER	DATE
COMPTROLLER OF THE TREASURY:	
IOHN G MORGAN COMPTROLLER OF THE TREASURY	DATE

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## GENERAL ASSEMBLY OF THE STATE OF TENNESSEE FISCAL REVIEW COMMITTEE

320 Sixth Avenue, North - 8th Floor NASHVILLE, TENNESSEE 37243-0057 615-741-2564

#### Rep. Charles Curtiss, Chairman

Representatives

Harry Brooks Curt Cobb

Mary Pruitt Donna Rowland

Bill Dunn

David Shepard Curry Todd

Dennis Ferguson

Craig Fitzhugh, ex officio Speaker Jimmy Naifeh, ex officio Sen. Don McLeary, Vice-Chairman

Senators

Mae Beavers

David Fowler Steve Southerland

Jim Bryson Steve Cohen

Douglas Henry, ex officio

Lt. Governor John S. Wilder, ex officio

## MEMORANDUM

TO:

The Honorable Dave Goetz, Commissioner

Department of Finance and Administration

FROM:

Charles Curtiss, Chairman

Don McLeary, Vice-Chairman

DATE:

September 15, 2005

SUBJECT:

**Contract Comments** 

(Contract Services Subcommittee Meeting 9/14/05)

RFS# 317.04-003

Department: Finance & Administration/Insurance Administration

Contractor: Medstat Group

Summary: The current contract provides Internet access through standard and custom designed programs to 36 months of health claims data for all of the state health plan options and provides the necessary detail to support analytical activity and complex decision-making through a claims analysis system. This amendment extends the current contract through December 31, 2008, provides for an annual performance review, and increases the maximum liability by \$1,050,000.

Original maximum liability: \$3,400,000

Maximum liability with amendment: \$4,450,000

After review, the Fiscal Review Committee voted to recommend approval of the contract amendment.

cc: Richard Chapman, Director, Insurance Administration Robert Barlow, Director, Office of Contracts Review

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STATE AGENCY	: F&A			DIVISION: DIA .						
PROGRAM CON	ITACT: Glen Gi	II FHFMA, CMPA,	CMCP MHA	FISCAL CONTA	Cr. Clan Cill Ell	EMA CHE				
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